

**Date:** December 15, 2010

**To:** Thomas J. Bonfield, City Manager

**Through:** Wanda S. Page, Deputy City Manager  
Theodore Voorhees, Deputy City Manager  
David Boyd, Finance Director

**From:** Joseph W. Clark, CLGPO, Financial Operations Manager  
Chris Bernat, Purchasing Agent  
Clayton Hearne, Fleet Manager

**Subject:** Bids – Annual Vehicle Bid

#### **Executive Summary**

The contract under consideration will provide various city departments with thirty-nine (39) new vehicles. These vehicles were approved in the FY 2010/11 budget. This purchase is a part of the fleet replacement program. The Purchasing Division solicited bids from six bidders and four responses were received.

University Ford, Bobby Murray Chevrolet and Capital Ford are the recommended contractors. The total cost of all three contracts is \$763,806.00. Funding for these contracts is available from the Fleet Replacement fund and other departmental funds.

The Equal Opportunity/Equity Assurance Department reviewed the bids submitted by University Ford, Bobby Murray Chevrolet, and Capital Ford, and have determined that they are in compliance with the Ordinance to Promote Equal Opportunities in City Contracting.

#### **Recommendation**

That all bids received for Item No. 1 – four (4) Administrative Sedans be rejected.

That the state contract purchase of four (4) Administrative Sedans in the amount of \$58,764.00 from Capital Ford be approved and the City Manager be authorized to execute all relevant contracts.

That the bid for the purchase of seven (7) Extended Cab Pickup Trucks (item no. 2), one (1) 4x4 Extended Cab Pickup Truck (item no. 3), two (2) 6,450 GVWR 4x4 Regular Cab Pickup Trucks (item no. 4), one (1) 6,450 GVWR 4x4 Extended Cab Pickup Truck (item no. 5), one (1) 19,500 GVWR Flatbed Truck (item no. 6), three (3) Compact Cargo Vans (item no. 7), two (2) Cargo Vans (item no. 8), one (1) Utility Van (item no. 9), one (1) Mid-Sized Sport Utility Vehicle (item no. 10), one (1) Compact Sport Utility Vehicle (item no. 11), twelve (12) Police Patrol Vehicles

(item no. 13), and one (1) Police TACT Vehicle (item no. 14) totaling \$664,142.00 from University Ford be approved and the City Manager be authorized to execute all relevant contracts.

That the bid for the purchase of two (2) Front Wheel Drive Police Vehicles (item no. 12) in the amount of \$40,900.00 from Bobby Murray Chevrolet be approved and the City Manager be authorized to execute all relevant contracts.

### **Background**

The contract under consideration will provide the City with forty (40) new vehicles. These vehicles were approved in the FY 2010/11 budget. This purchase is a part of the fleet replacement program. The Purchasing Division solicited bids from six bidders and four responses were received. The bid opportunity was posted on the City's Internet site and the entire bid document was available for downloading.

### **Issues/Analysis**

The following bids were received for City vehicles:

COMPANY	BID
<u>Item no. 1 – Four (4) Administrative Sedans</u>	
University Ford	\$16,300.00 each
Durham, NC	\$65,200.00 total
Hendrick Durham Automall	\$18,965.00 each
Durham, NC	\$75,863.44 total
Sir Walter Chevrolet	\$18,998.11 each
Raleigh, NC	\$75,992.44 total

The administration recommends rejecting all bids received for item no. 1 due to the excessive prices received. In addition, the administration recommends purchasing four (4) administrative sedans from Capital Ford from the State of North Carolina contract at a unit price of \$14,691 each, with a total of \$58,764.00.

<u>Item no. 2 – Seven (7) 4X2 Extended Cab Pickup Trucks</u>	
University Ford	* \$14,991.00 each
Durham, NC	\$104,937.00 total
Sir Walter Chevrolet	\$16,399.70 each
Raleigh, NC	\$114,797.90 total
Hendrick Durham Automall	\$17,066.44 each
Durham, NC	\$119,465.08 total

Item no. 3 – One (1) 4x4 Extended Cab Pickup Truck

University Ford	* \$19,115.00 each
Durham, NC	\$19,115.00 total

Sir Walter Chevrolet	\$20,582.45 each
Raleigh, NC	\$20,582.45 total

Hendrick Durham Automall	\$21,725.68 each
Durham, NC	\$21,725.68 total

Item no. 4 – Two (2) 6,450 GVWR 4x4 Regular Cab Pickup Trucks

University Ford	* \$21,300.00 each
Durham, NC	\$42,600.00 total

Sir Walter Chevrolet	\$21,936.65 each
Raleigh, NC	\$65,499.00 total

Hendrick Durham Automall	\$22,196.18 each
Durham, NC	\$44,392.36 total

Item no. 5 – One (1) 6,450 GVWR 4x4 Extended Cab Pickup Truck

University Ford	* \$25,035.00 each
Durham, NC	\$25,035.00 total

Sir Walter Chevrolet	\$25,587.81 each
Raleigh, NC	\$25,587.81 total

Hendrick Durham Automall	\$26,232.34 each
Durham, NC	\$26,232.34 total

Item no. 6 – One (1) 19,500 GVWR Regular Cab Flatbed Truck

University Ford	* \$28,835.00 each
Durham, NC	\$28,835.00 total

Item no. 7 – Three (3) Compact Cargo Vans

University Ford	* \$20,131.00 each
Durham, NC	\$60,393.00 total

Hendrick Durham Automall	\$22,247.95 each
Durham, NC	\$66,743.85 total

Item no. 8 – Two (2) 8,000 GVWR Cargo Vans

University Ford	* \$18,972.00 each
Durham, NC	\$37,944.00 total

Sir Walter Chevrolet	\$19,510.05 each
Raleigh, NC	\$39,020.10 total

Hendrick Durham Automall	\$21,202.70 each
Durham, NC	\$42,405.40 total

Item no. 9 – One (1) 9,000 GVWR Utility Van

University Ford	* \$22,053.00 each
Durham, NC	\$22,053.00 total

Sir Walter Chevrolet	\$23,809.05 each
Raleigh, NC	\$23,809.05 total

Hendrick Durham Automall	\$26,590.99 each
Durham, NC	\$26,590.99 total

Item no. 10 – One (1) Mid-Size AWD Sport Utility Vehicle

University Ford	* \$23,682.00 each
Durham, NC	\$23,682.00 total

Sir Walter Chevrolet	\$27,051.08 each
Raleigh, NC	\$27,051.08 total

Hendrick Durham Automall	\$27,285.08 each
Durham, NC	\$27,285.08 total

Item no. 11 – One (1) Compact AWD Sport Utility Vehicle

University Ford	* \$20,599.00 each
Durham, NC	\$20,599.00 total

Sir Walter Chevrolet	\$24,992.45 each
Raleigh, NC	\$24,992.45 total

Hendrick Durham Automall	\$25,175.45 each
Durham, NC	\$25,175.45 total

Item no. 12 – Two (2) Police Patrol Front Wheel Drive Vehicles

Bobby Murray Chevrolet	* \$20,450.00 each
Raleigh, NC	\$40,900.00 total

Sir Walter Chevrolet	\$20,762.60 each
Raleigh, NC	\$41,525.20 total

Hendrick Durham Automall	\$20,934.06 each
Durham, NC	\$41,868.12 total

Item no. 13 – Twelve (12) Police Patrol/Pursuit Rear Wheel Drive Vehicles

University Ford	* \$21,385.00 each
Durham, NC	\$256,620.00 total

Hendrick Durham Automall	\$25,843.65 each
Durham, NC	\$310,123.80 total

Sir Walter Chevrolet	\$27,259.69 each
Raleigh, NC	\$327,116.28 total

Item no. 14 – One (1) Police Patrol TACT Rear Wheel Drive Vehicle

University Ford	* \$21,349.00 each
Durham, NC	\$21,349.00 total

Hendrick Durham Automall	\$25,167.90 each
Durham, NC	\$25,167.90 total

Sir Walter Chevrolet	\$26,864.69 each
Raleigh, NC	\$26,864.69 total

\*Recommended Bids

**Alternatives**

There are no good alternatives to making these purchases. All of the recommended contracts are within budgeted funds.

**Financial Impact**

The total cost of the contract is \$763,806.00. Funding for these contracts is available from the Fleet Replacement fund and other departmental funds.

**SDBE Summary**

The Equal Opportunity/Equity Assurance Department reviewed the bids submitted by University Ford, Bobby Murray Chevrolet, and Capital Ford and have determined that they are in compliance with the Ordinance to Promote Equal Opportunities in City Contracting.

**SDBE REQUIREMENTS**

There were no SDBEs to provide this service.

**WORKFORCE STATISTICS**

The workforce statistics for University Ford are as follows:

Total Workforce	138	100%
Total Females	19	14%
Total Males	119	86%
Black Males	16	12%
White Males	97	70%
Other Males	6	4%
Black Females	2	1%
White Females	17	13%
Other Females	0	0%

The workforce statistics for Bobby Murray Chevrolet are as follows:

Total Workforce	87	100%
Total Females	6	7%
Total Males	81	93%
Black Males	9	10%
White Males	71	82%
Other Males	1	1%
Black Females	0	0%
White Females	6	7%
Other Females	0	0%

The workforce statistics for Capital Ford, Inc. are as follows:

Total Workforce	301	100%
Total Females	50	17%
Total Males	251	83%
Black Males	49	16%
White Males	194	64%
Other Males	8	3%
Black Females	6	2%
White Females	41	14%
Other Females	3	1%